



Agents Marketing & Sales:

Marketing of Hospitality Training Australia Qualifications 12-1009:

Purpose of Policy:

To ensure International Students Marketing Agents are accurately and reliably informed in regard to ESOS Act codes: 8.1, 8.2,8.3, 8.4, 8.5, 8.6, 10.1, qualifications available from HTA.

Accurate Representation of Qualifications:

Representatives of Hospitality Training Australia must accurately present to prospective clients training products and services that lead to Qualifications or Statement of Attainment, and ensure that advertised outcomes are consistent with these qualifications.

Qualification of Program to be Undertaken:

Programs recommended must be relevant to the situation. An individual's skill requirement and the type of business conducted by the enterprise must be considered when recommending training and assessment in a particular program.

Promote only Qualifications in HTA's Scope of Registration:

Representatives of Hospitality Training Australia must –

- only promote qualifications if they are in our scope of registration, and
- not imply that services are within that scope if they are not.

Other Training Services:

Marketers must ensure that other training and assessment services as offered from time to time from HTA are kept separate from the promotion of AQF & ESOS qualifications and/or Statements of Attainment.

Policy Authorisation:

Responsibility: C.E.O.

Confirmation Date: 16/08/07 Signed: Simon Phillip...

Version No: 2

Policy and Procedure Manual

Hard Copy: Marketing Manual

Electronic Record: **Computer AF00032 – Simon Phillips Machine**